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RALEIGH EXPORT ASSISTANCE CENTER TRADE BULLETIN

SBA WARNS BUSINESSES OF CALLERS WHO IMPLY LINKS WITH SBA, SEEK FINANCIAL DATA, FEES

The U.S. Small Business Administration has issued a warning to small businesses across the U.S. to be wary of telephone callers who imply a connection with SBA and seek privileged financial information, personal data, and solicit fees for products or membership. If you are contacted by anyone claiming to represent SBA or a name suggestive of the Small Business Administration, please report the conversation to the U.S. Small Business Administration Office of the Inspector General (202) 205-6586 or through email oig@sba.gov.

SUCCESS FOR SMALL BUSINESS IN CHINA

It is often assumed that only large firms can successfully do business in China. In fact, many small and medium-sized business enterprises are successfully doing business in China.

There is an excellent article by FCS Commercial Officer Rosemary Gallant in the January/February issue of *The China Business Review*. The article, titled "The Small Fry Take on China" is nine pages long and gives terrific tips and suggestions to make doing business in China successful.

You may access the article at <http://www.chinabusinessreview.com/0301/gallant.html>.

INTERNATIONAL SALES CONTRACTS-ONLINE

A new Internet application by Paction allows a buyer and seller to prepare, negotiate, and complete contracts for international sales and purchase of goods online. Contracts are based on the International Chamber of Commerce (ICC) model and the site allows access to ICC's standard terms of contract, advice and further

reading related to contract terms. For a demonstration of the service visit <http://www.modelcontracts.com>.

U.S. EXPORT REGULATIONS SEMINAR THURSDAY, MARCH 27

Central Piedmont Community College will present a one-day seminar on U.S. Export Regulations. International trade specialists from key U.S. agencies will be present to speak and answer questions. Registration deadline is March 21. For more information, contact Mona Rabon, (704) 330-4654, mona.rabon@cpcc.edu.

E.U. SEMINAR FRIDAY, APRIL 4

USDOC International Trade Specialists Erin Cole of the Office of European Union and Regional Affairs and Leah Markowitz of the Washington Central and Eastern Europe Business Information Center will present an afternoon seminar on doing business with the E.U. The event will be held at Longistics, 10900 World Trade Boulevard, Raleigh, North Carolina on Friday, April 4, 2003 from 12:30 p.m. – 3:00 p.m. Both Trade Specialists will be on hand immediately following the meeting for individual sessions. Registration is only \$15. For more information call the Raleigh USEAC office (919) 715-7373 ext. 612.

INTERNATIONAL TRADE SYMPOSIUM AT CAMPBELL UNIVERSITY SATURDAY, APRIL 5

The symposium will focus on the European Union as a marketplace destination for U.S. goods and services. Attendees will have an opportunity to learn about the EU, best opportunities for U.S. goods and services, and U.S. government assistance. Contact Debbie Strader at the Raleigh USEAC for more information.